

Get Ready to Win Federal SBIR/STTR 2026 Funding

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[Thomas Jensen](#)

Founder
EFN

In Collaboration with
the



The Purpose of Today's Event



Get strategic advice from experts on what to expect in the rollout of the newly reauthorized SBIR/STTR program and how to get ready for both Phase I and II submissions

The **heart of this webinar** will be 30-minute moderated breakout groups to get insight on your challenges and to network.

Today's Event



- Welcome and introductions
- Overview of the SBIR/STTR reauthorization
- What to expect over the next few months
- Overview of SBIR/STTR funding opportunities for the DOE, NSF and DOW
- Key takeaways to get ready including choosing your topic and project pitches
- Break out groups
- Wrap-up on breakout groups
- Upcoming events and additional resources available to you

Today's Presenters, Team & Moderators



Tom Jensen

Presenter

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Steve Hahn

Group Moderator

x NSF and Dow Chemical



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Who we help



EFN works across public, private, academic, and nonprofit innovation ecosystems.



Startups

Get mentoring, training, grant support, partner access, and acceleration services.



Universities

Launch competitions, accelerators, mentor programs, and experiential venture support.



Agencies

Build programs that connect technologies, communities, funders, and deployment partners.



Accelerators

Access mentor operations, coaches, judges, curriculum, and program management capacity.



Funders

Find stronger applicants, support grant readiness, and expand deal and partner networks.



Ecosystem Partners

Collaborate around technology needs, pilots, demonstrations, and regional innovation goals.

EFN's model helps each participant both give and receive value, making the network stronger as more organizations engage.

EFN Impact



EFN's impact

A 20+ year track record running entrepreneurship programs and building innovation networks.

5,000

People trained since 2020

50+

Acceleration / competition projects

20

Department of Energy projects

25

University projects

OUR IMPACT

30+ Universities & Accelerators served

1,500 Startups mentored

40+ exits valued at \$5 billion+

5,000+ Entrepreneurs mentored

\$5 billion+ raised by startups

Startups mentored in 40+ states, 45+ nations, and 6 continents

EFN has managed or supported programs for federal and state agencies, universities, nonprofits, private companies, and accelerators, with international work across Africa, Australia, Spain, and South Korea.



- The small business voice for the U.S. energy economy.
- Helps small energy businesses access and engage in federal energy policies and funding opportunities.
- Network spans 8,700+ business leaders across the U.S.



CEBN Impact

Making an impact on policy:

- SBIR/STTR reauthorization in 2022 and 2026
- Restoration of the Sec. 174 R&D tax deduction
- Major energy investments in appropriations, tax, and infrastructure bills

Engaging and supporting small businesses:

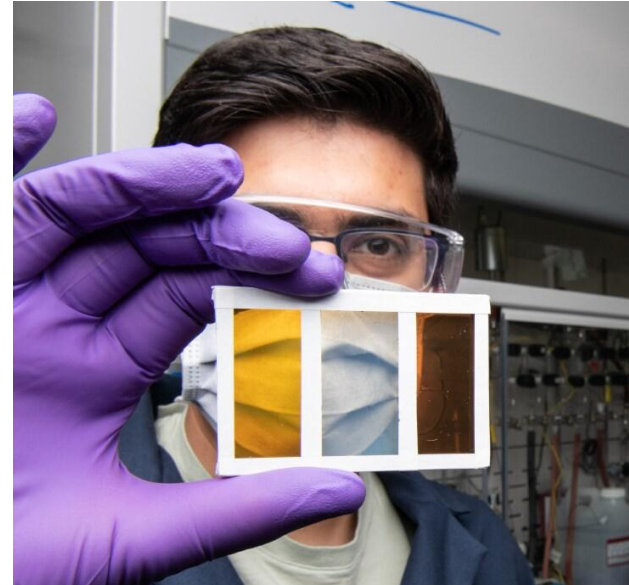
- ✍️ 3,000+ policy advocates mobilized on sign-on letters and email campaigns
- 🏛️ 360+ business leaders engaged in meetings with congressional leaders
- 🤝 5,200+ attendees joining us for 150+ events
- 📈 1,370+ funding opportunities totaling \$95.6B highlighted in our [Cleantech Funding Database](#)
- 👥 6,700+ federal funding applicants/awardees assisted as a DOE Power Connector





Small Business Innovation Research (SBIR): 3.2% set-aside of federal R&D for grants to small businesses.

Small Business Technology Transfer (STTR): 0.45% set-aside for partnerships between research institutions.





Small program, big impact

3.65% of federal R&D budget

10% of VC
investments

>20% of R&D 100
award-winning
innovations

66k jobs per year
added to U.S.
economy

2,100+ firms
acquired and **800+**
gone public

12:1
economic benefit
per dollar invested

Sources: [SBIR.gov](https://www.sbir.gov); [SBTC Overview](#); [SBTC Testimony](#)

SBIR Reauthorization

- The Small Business Innovation and Economic Security Act (S. 3971) was enacted 4/13/26.
- Extends SBIR/STTR authorization and all pilot programs through 9/30/31.
- Includes provisions on foreign risk, proposal caps, and commercialization assistance.
- See [CEBN's one-page summary](#).



Foreign Risk & Administrative Burden

- **Foreign Risk:** Standardizes agencies' procedures for assessing affiliations with entities of concern. Requires notice and explanation to businesses who have been flagged.
- **Proposal Limits:** Requires agencies to set caps on how many proposals the same business can submit each year (by topic, total number, etc.).

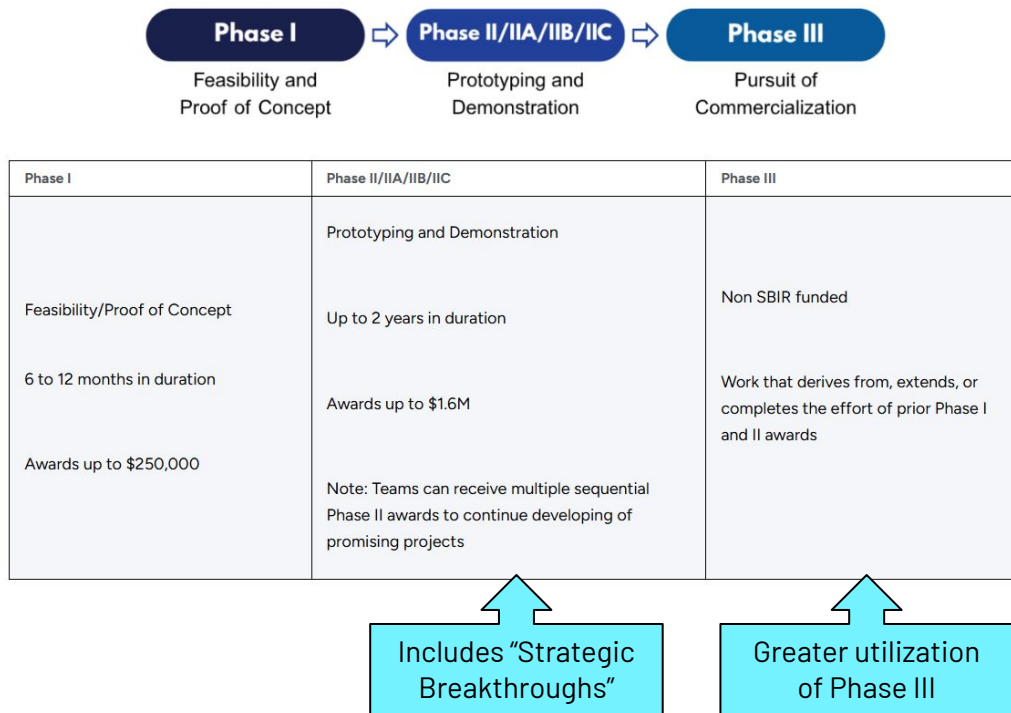


Commercialization

- **Direct to Phase II:** Gives DOE and NASA explicit authority for these awards.
- **Phase II Strategic Breakthrough Awards:** Authorizes DOW, HHS, DOE, NASA, and NSF to give sequential awards of up to \$30M. Requires 100% matching funds from private capital or non-SBIR government funding.
- **Phase III:** Standardizes and simplifies Phase III award procedures and requires training of acquisition and contracting offices.
- **Technical and Business Assistance (TABA):** Gives businesses more flexibility on how to use their TABA awards – existing staff, hire contractors, etc. Allows TABA to be used for cybersecurity and foreign risk protections.
- **Data Collection:** Requires agencies to collect more data on outcomes.

DOE SBIR/STTR Updates

- U.S. Department of Energy recently consolidated its SBIR/STTR program into the **Office of Technology Commercialization** to:
 - Streamline application and review.
 - Leverage new funding mechanisms and partnerships to increase speed and expand access.
 - Accelerate commercialization of new technologies.
- Phase II solicitation anticipated this summer, Phase I in fall.



[OTC's SBIR/STTR program overview](#)

Current & Upcoming DOE, DOW and NSF SBIR/STTR Opportunities



Title	Agency	Status	Deadline
FY 2027 DOE SBIR/STTR Phase I Release 1 (Forecasted)	U.S. Department of Energy (DOE) Office of Technology Commercialization / SBIR-STTR Programs	Anticipated	
DoW SBIR 26.BZ Release 2 – Department-wide Specific Topic Opportunities	Department of War (DoW) / Defense SBIR-STTR Innovation Portal	Active	6/24/2026
Air and Space Force Specific Topic Opportunities – DoW SBIR 26.BZ Release 2	AFWERX / SpaceWERX / Department of War	Active	6/24/2026
USSOCOM SBIR 26.BZ Release 2 – Passive SLAM for Terminal Guidance	USSOCOM / SOFWERX / Department of War	Active	6/24/2026
Navy SBIR 26.BZ Release 2 – DON26BZ02-NV045 through DON26BZ02-NV050	Department of the Navy / Department of War	Active	6/24/2026

Schedule by Agency



Letter of Intent (LOI) Requirements (DOE eg.)

- Business Official name and contact information (telephone number and email address).
- Name(s) of any proposed subcontractor(s) or consultant(s), if any.
- Designate that you are submitting a Phase I application.
- Technical abstract that sufficiently describes your technology and application. The abstract should not exceed 500 words and two pages, and it must provide sufficient technical depth to allow DOE to assign technical reviewers for your application
- Letter of Intent [example](#)

Anticipated Major Requirements (DOE eg.)

Topic & Subtopic	Only one (1) <u>Topic</u> from the Topics Section identified on the SBIR/STTR Information Form and Project Narrative; Only one (1) <u>Subtopic</u>
Budget	Amount requested on budget form matches total federal funds requested on SF-424; Budget justification is provided; Level-of-Effort is in compliance (see Level-of-Effort worksheet)
Project Summary/Abstract	Project Summary/Abstract contains no proprietary information
Proj. Narrative & Proprietary Information	Project Narrative is no more than 7,500 words (about 15 pages)
Personal	PI and other staff including resumes
Subcontractors/ Research Institutions/Consultants	A letter of commitment is provided, if applicable; A complete subaward budget and budget justification are provided, if applicable; Consultant commitment letter is provided.
Commercialization	Commercialization Plan is included along with mandatory Revenue statement ; Company Commercialization Report from SBIR.gov is included, if applicable.

Anticipated Merit Review Criteria (DOE eg.)



Strength of the Scientific/Technical Approach:

- (1) the innovativeness of the idea and the approach,
- (2) the significance of the scientific or technical challenge, and
- (3) the thoroughness of the presentation.

Ability to competently carry out the project:

- (1) the qualifications of the PI, other key staff, etc. & adequacy of equipment/fac.
- (2) the soundness and adequacy of the work plan
- (3) the degree to which the DOE investment in the project would be justified

Impact:

- (1) the significance of the technical and/or economic benefits of the proposed work.
- (2) the likelihood that the proposed work could lead to a marketable product
- (3) the likelihood that the project could attract further development funding
- (4) the appropriateness of the data management plan for the proposed work.

Project Narrative Sections (Example)



- Cover Page
- Proprietary Data Legend
- **Identification and Significance of the Problem or Opportunity, and Technical Approach**
- **Anticipated Public Benefits**
- **Technical Objectives**
- **Work Plan**
- Performance Schedule
- Facilities/Equipment
- Research Institution
- Other Consultants and Subcontractors
- Bibliography and References Cited

Application Task Schedule Template



Task	Start Date	End Date	Owner	Notes
Budget				
Project Summary/Abstract				
Proj. Narrative & Proprietary Information				
Subcontractors/ Research Institutions/Consultants				
Commercialization				

Example of Detailed Preparation Schedule



Proposal Tasks	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
Milestones																													
Review RFP/Kickoff																													
Outline/Compliance																													
Graphics/key message																													
Prepare/Conduct First Review																													
Cost Model																													
Incorporate Sub Costs																													
Cost Estimate #1/Rev																													
Draft Proposal Sections																													
Integrate/Peer Review																													
Prep/Conduct Next Review																													
Cost #2/Rev/Approval																													
Final Revisions																													
Technical Editing																													
Conduct Final Review																													
Submit																													

Award Administration & Reporting for Cooperative Agreements (DOE eg.)



- Substantial Federal involvement in and contribution to the technical aspects of the effort. This involvement includes assisting, guiding, collaborating, project management support, activity intervention, or other efforts to ensure that project results address programmatic goals.
- DOE's substantial involvement is clearly defined in the Funding Opportunity Announcement and in the special terms and conditions of the award agreement.
- Go/No-go decision points incorporated into the award.

Reference: [DOE EERE Webinar on Award Administration & Reporting for Cooperative Agreements \(12/2017\)](#)

Accounting (DOE eg.)



- Recipients are responsible for managing their Federal awards. This is accomplished by establishing and maintaining *internal controls* that provide assurances that objectives can be met; establishing and maintaining an *accounting system* in accordance with GAAP and that can adequately accumulate and segregate costs; and prepares *financial statements* and other related documents in a timely and accurate manner.
- Support compliance or single audits – Show whether or not the recipient has an adequate accounting system and internal controls, financial statements prepared in accordance with generally accepted accounting principles (GAAP), accurate and reliable reports, and expenditure of Federal funds in accordance with Federal laws and regulations.

States with SBIR/ STTR Matching Funds (verify with states)



State	Phase 0	Phase I	Phase II
Alabama		●	●
Alaska	●		
Arkansas		●	●
Colorado	●		
Delaware		●	
Florida		●	
Hawaii	●	●	●
Illinois		●	
Indiana		●	
Iowa		●	●
Kentucky		●	●
Louisiana	●		
Maryland		●	●

State	Phase 0	Phase I	Phase II
Massachusetts		●	●
Michigan		●	●
Minnesota		●	●
Mississippi	●		
Montana	●	●	●
Nebraska	●	●	●
New Jersey		●	●
New Mexico		●	●
New York	●		
North Carolina	●	●	
Oregon	●	●	●
Rhode Island	●	●	●
South Carolina		●	

State	Phase 0	Phase I	Phase II
South Dakota	●		●
Tennessee	●	●	●
Vermont	●		
Virginia		●	●
West Virginia	●	●	●
Wisconsin	●	●	●
Wyoming		●	●



EMPOWER
INNOVATION

Find funding, partners, and deployment opportunities for clean energy innovation.

Empower Innovation helps startups, researchers, public agencies, funders, and ecosystem partners connect around clean energy goals.



empowerinnovation.net



How to Get Involved with EFN



Join Weekly office hours in June and July to get one on one advice and resource referrals. [Register](#)

[Join](#) Empower Innovation for free

Accelerators and Universities: [Schedule](#) a call to explore collaboration or request information on our membership program.

CEBN Resources

Policy and Funding Updates:

- [Email List](#)
- [Funding Database](#)
- [Executive Circle](#)
- Customized Policy Support

www.cebn.org | labramson@cebn.org



Appendix

Narrative Examples- Problem/ Opportunity



Narrative Topic	Example Requirement	Example Narrative Claim	Comment
Problem/Opportunity	Demonstrate the project's new innovation that solves an important current technology limitation.	By developing novel mechanically-compliant conductive adhesives (MCCAs) to contact the perovskite, the project seeks to overcome the mechanical fragility of perovskites to achieve low-loss, resilient contact interfaces in a high-power shingled module architecture. Shingled modules promise a 10% power benefit by eliminating gaps between cells and reducing resistive losses.	The Applicant has explained the technology, its current status, the competing technologies with their limitations, and provided detailed descriptions of how the project will advance the technology

Narrative Examples- Technical Objectives



Narrative Topic	Example Requirement	Example Narrative Claim	Comment
Technical Objectives	Quantifies important physical and economic impacts	Quantitative cost estimates using DOE SETO's LCOE analysis framework and their cost numbers for balance-of-system indicate that our PoSiT modules will provide an LCOE 30% lower than Si PV. The jump from Si to PoSiT cells presents a strong return on investment, yielding a 50% increase in energy generation for a <10% increase in initial cost (see Figure 6 for details).	The Applicant has explained this and provided a quantifiable analysis of potential savings resulting from their advanced technology.

Narrative Examples- Work Plan



Narrative Topic	Example Requirement	Example Narrative Claim	Comment
Work Plan	Describe the work and milestones task by task	The monomers can be synthesized according to previous literature. The palladium catalyzed Stille coupling and Sonogashira coupling reactions will be employed to obtain the optimal molecular weight. The polymers will be purified via precipitation, Soxhlet extraction, and column chromatography to ensure a high purity for device application.	The Applicant has provided a schedule but this does not provide details of when various research tasks will be undertaken and how they interact to form the overall schedule. It is hard to determine from the information provided whether the various project tasks can be completed within the overall schedule and how the team members will interact.

Narrative Examples- Work Plan



Narrative Topic	Example Requirement	Example Narrative Claim	Comment
Work Plan	Describe the work and milestones task by task	As shown in Table 1, development will begin in parallel on the (1) tuning of the chemistry (Task 2) and (2) integration of high-efficiency perovskite and Si subcells (Task 3). To begin, PoSiT cells will be produced with proxy contact layers at small size, so that optimization of the perovskite chemistry and physical properties for the remaining device layers can be established while the polymer chemistry is tuned and finalized in parallel....	The Applicant has presented a clear description of its approach to the project, the methods they will use, outcomes, and how success will be measured and communicated. They have explained the interaction between the individuals in the project team and the interaction with outside and supporting organizations. Their past performance on similar technology projects indicates that they understand how to develop and implement a strong technical approach.

Narrative Examples- Goal Alignment



Narrative Topic	Example Requirement	Example Narrative Claim	Comment
Alignment with FOA Goals	Projects must advance one or more research objectives such as significant improvements in conventional or emerging Thin-film Photovoltaics efficiency	Development of the material science and technology will provide the increased ability to employ PVs on smart greenhouses to allow continued crop photosynthesis while generating electricity and improve the overall supply of food and electricity, as well as the utilization of water and other natural resources	The Applicant's objectives do not clearly align with any FOA research objectives.

Narrative Examples- Anticipated Public Benefits



Narrative Topic	Example Requirement	Example Narrative Claim	Comment
Anticipated Public Benefits	Project Narrative must describe how the project will: (1) benefit the public; and (2) lead to technological advancement and breakthroughs to overcome barriers to achieving DOE's statutory energy goals.	The success of the proposed research represents a technological advancement toward low-cost solar electricity, and will also influence national and global efforts in developing new sustainable energy technologies. The fundamental knowledge obtained in the study will benefit chemistry, semiconductor physics and materials science.	While the research and technology development and advancement public benefits, the Applicant has failed to quantify these and provided only a general statement about the benefits.

Narrative Examples- Anticipated Public Benefits



Narrative Topic	Example Requirement	Example Narrative Claim	Comment
Anticipated Public Benefits	Project Narrative must describe how the project will: (1) benefit the public; and (2) lead to technological advancement and breakthroughs to overcome barriers to achieving DOE's statutory energy goals.	If we assume a stretch goal of 50% penetration into the available rooftop market, we expect the relative improvement in PV energy generation compared to standard Si installations to offset an additional 38 million metric tons of CO ₂ e per year.	Provided a quantifiable analysis of potential savings and emissions reductions.

Budget Forms (example)



4.6.1 R&R Budget - Section A and B, Budget Period 1 Form

RESEARCH & RELATED BUDGET - Budget Period 1 Delete Period OMB Number: 4040-0001
Expiration Date: 12/31/2022

ORGANIZATIONAL DUNS: Enter name of Organization:

Budget Type: ☒ Project ☐ Subaward/Consortium Budget Period: 1 Start Date: End Date:

A. Senior/Key Person

Prefix	First	Middle	Last	Suffix	Base Salary (\$)	Months Cal. Acad. Sum.	Requested Salary (\$)	Fringe Benefits (\$)	Funds Requested (\$)
☒									

Project Role:

Additional Senior Key Persons:

Total Funds requested for all Senior Key Persons in the attached file

Total Senior/Key Person

B. Other Personnel

Number of Personnel	Project Role	Months			Requested Salary (\$)	Fringe Benefits (\$)	Funds Requested (\$)
		Cal.	Acad.	Sum.			
	Post Doctoral Associates						
	Graduate Students						
	Undergraduate Students						
	Secretarial/Clerical						
☒							

Total Number Other Personnel

Total Other Personnel

Total Salary, Wages and Fringe Benefits (A+B)

Budget Forms (example)



4.6.2 R&R Budget – Section C, D, & E, Budget Period 1 Form

C. Equipment Description	
List items and dollar amount for each item exceeding \$5,000	
Equipment item	Funds Requested (\$)
☐	
Add Additional Equipment	
Additional Equipment:	Add Attachment Delete Attachment View Attachment
Total funds requested for all equipment listed in the attached file	
Total Equipment	
D. Travel	
	Funds Requested (\$)
1. Domestic Travel Costs (Incl. Canada, Mexico and U.S. Possessions)	
2. Foreign Travel Costs	
Total Travel Cost	
E. Participant/Trainee Support Costs	
	Funds Requested (\$)
1. Tuition/Fees/Health Insurance	
2. Stipends	
3. Travel	
4. Subsistence	
5. Other	
Number of Participants/Trainees	Total Participant/Trainee Support Costs

Budget Forms (Example)



4.6.3 R&R Related Budget – Section F-K, Budget Period 1 Form

F. Other Direct Costs			Funds Requested (\$)
1. Materials and Supplies			
2. Publication Costs			
3. Consultant Services			
4. ADP/Computer Services			
5. Subawards/Consortium/Contractual Costs			
6. Equipment or Facility Rental/User Fees			
7. Alterations and Renovations			
8.			
9.			
10.			
Total Other Direct Costs			
G. Direct Costs			Funds Requested (\$)
Total Direct Costs (A thru F)			
H. Indirect Costs			
Indirect Cost Type	Indirect Cost Rate (%)	Indirect Cost Base (\$)	Funds Requested (\$)
☒ X			
Add Additional Indirect Cost			
Total Indirect Costs			
Cognizant Federal Agency (Agency Name, POC Name, and POC Phone Number)			
I. Total Direct and Indirect Costs			Funds Requested (\$)
Total Direct and Indirect Institutional Costs (G + H)			
J. Fee			Funds Requested (\$)
K. Total Costs and Fee			Funds Requested (\$)
Total Costs and Fee (I + J)			
L. Budget Justification			
(Only attach one file.)			
Add Attachment Delete Attachment View Attachment			
Add Period			